

NEW HAMPSHIRE STATE LIQUOR COMMISSION
JUNE 29, 2005, 9:00 A.M.
AGENDA

I. FINANCIAL & ADMINISTRATIVE REPORTS

1. Financial Reports
 - A. Weekly, Y-T-D Sales Reports
 - B. Budget/Administrative Reports
2. IT Report
3. Human Resources Report

II. MARKETING & SALES REPORTS

1. Store Operations
2. Purchasing Report
3. Merchandising Report
- A. SPIRITS:
 - 1) August Special Offers:
 - a. 164 items – United Beverages, Inc.
 - b. 4 additional items (unmatched) – United Beverages, Inc.
 - 2) Tabled Items:
 - a. Purchase of Discontinued Product (tabled 6/22/05, Item A-2)
- B. WINES:
 - 1) Special Offers for August 2005:
 - a. 7 items – Charles Saunders
 - b. 40 items – M.S. Walker
 - c. 54 items – Executive Wine & Spirits
 - d. 42 items – Martignetti Companies of N.H.
 - e. 126 items – Martignetti Companies of N.H.
 - f. 78 items – Horizon Beverage Company
 - g. 6 items – United Beverages, Inc.
 - h. 12 items – United Beverages, Inc.
 - i. 143 items – United Beverages, Inc.
 - 2) M.S. Walker 25% Off Sale
 - 3) Pinot for the People Promotion
 - 4) Horizon Buy One Get One Half Off – August 2005
 - 5) United Buy One Get One Half Off – August 2005
 - 6) Purchase & Introductions:
 - a. Esser Wines
 - b. Dom Chandon Riche
 - c. Little Penguin White Shiraz
 - d. Angeline Wines
 - e. El Portillo Wines

NEW HAMPSHIRE STATE LIQUOR COMMISSION

JUNE 29, 2005, 9:00 A.M.

AGENDA

Page 2

- f. Four Emus, Australian Wines
 - g. Jibe, New Zealand Wine
- 7) "R" Wines for Allocation to Licensees Selected by the Broker (1 item)
- 8) Primary Source Submissions (1 item – primary source; 6 items – exclusive agent; 9 items – imported)
- 9) Tabled Items:
 - a. Recommended Allocated Wines for Distribution to Selected Stores (tabled from 6/22/05, Item B-5)
 - b. Terrazas & Casa Lapostelle Special Purchase & Display Program (tabled from 6/15/05, Item B-4)

III. ENFORCEMENT & LICENSING REPORT

IV. CHAIRMAN'S REPORT & LATE ITEMS

- 1. Bailment Requests
- 2. Coupon Approvals
- 3. Late Items/Other

/D. Hartford